

MIAMI BEACH CONVENTION CENTER HEADQUARTER HOTEL

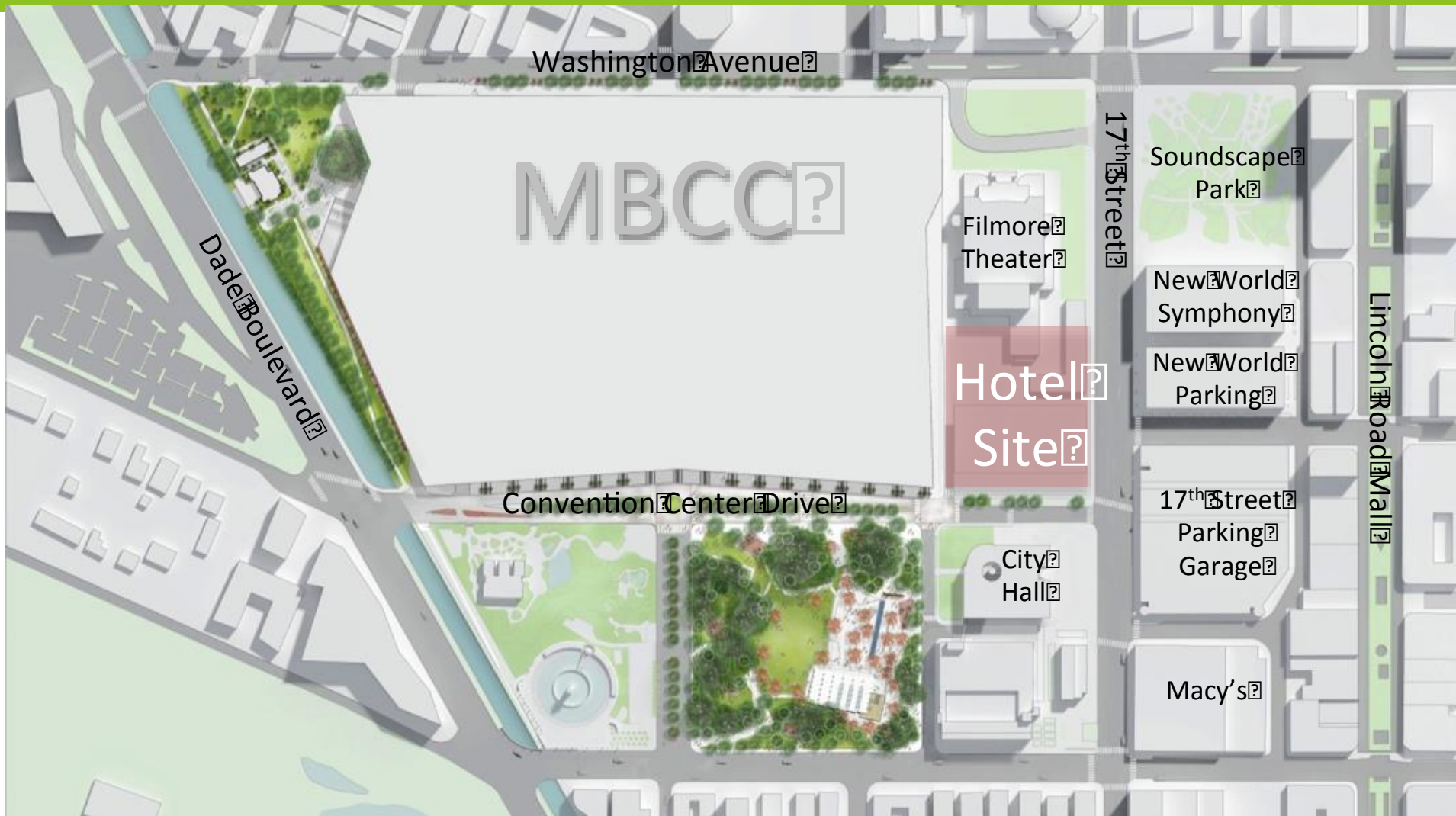
Convention Center Headquarter Hotel RFP

January 27, 2015

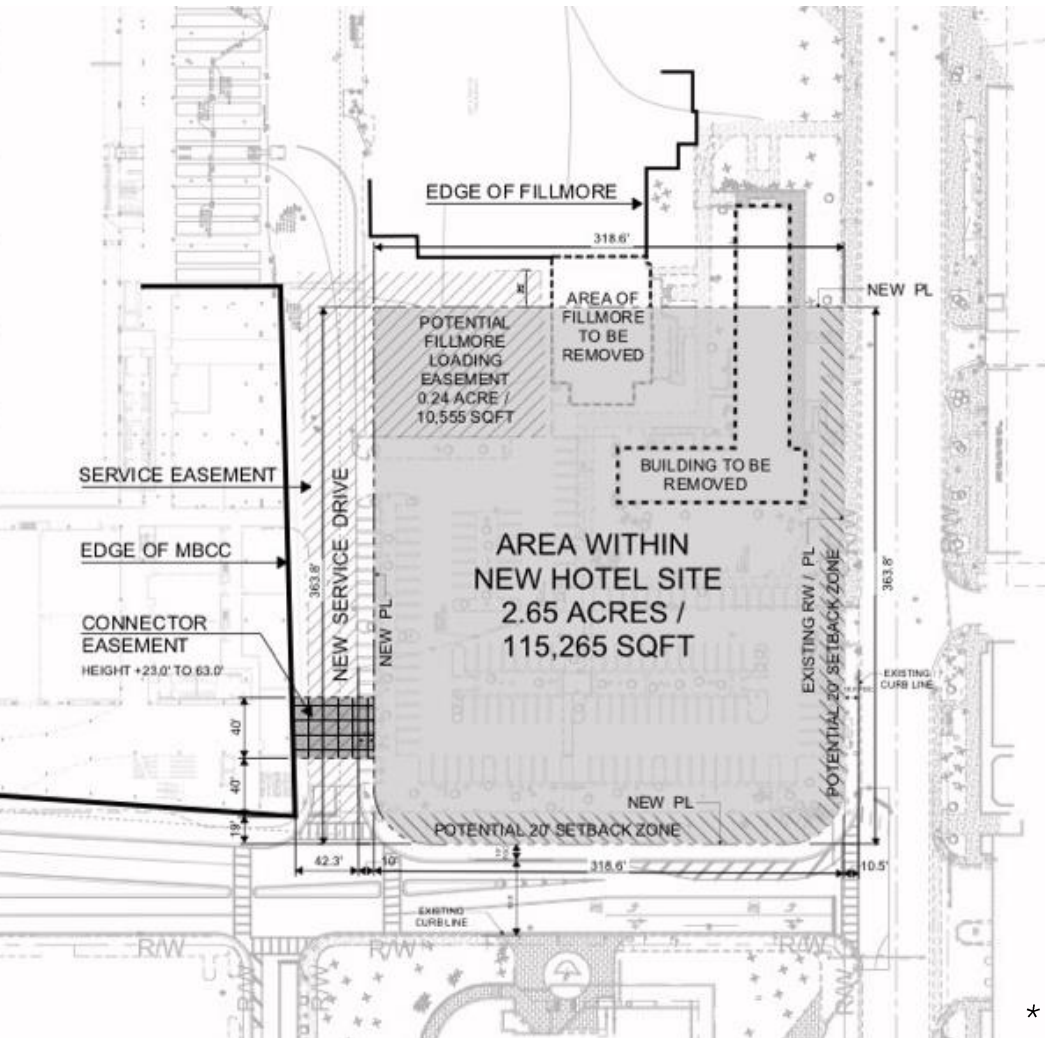
REQUESTED ACTION

- Request approval to issue Convention Headquarter Hotel Developer RFP
- Request approval for City Manager to issue a form of the "*Development and Ground Lease Agreement*" as an addendum to the RFP based on the terms of the RFP

AREA SITE PLAN



HOTEL SITE



- 800 full-service rooms max
- 300 feet height max
- 0.4 parking spaces per room
- Developer to fund and build MBCC Skybridge connector
- Developer responsible for demolition* and construction costs
- Developer must accept site in AS-IS condition

* Responsible for cost on and off hotel site.

KEY TERMS

- No Public Participation
 - No public subsidies or public financing
 - Use of MBCC facilities at prevailing/market rates
- No Gambling
 - Use restriction to prohibit gambling on Hotel Site
 - Support proposed additional language related to "Owner" restrictions
- Developer Funds:
 - All costs to develop, design, construction, equip and operate hotel
 - Referendum (general elections) cost

MINIMUM QUALIFICATIONS

- Proposer (Developer)
 - 2 hotels with at least 500 rooms in 20 years
- Design Team
 - 1 hotel with at least 500 rooms in 15 years

ROOM BLOCK REQUIREMENT

- Team Effort
 - Same goals/terms as in the past
 - Approved by City Staff, CVB and Global
- Broad Terms
 - 80% of rooms 30 months and out
 - 18 – 30 months, if available
 - Includes release of block provisions
 - For up to 14 event days per month
 - Price protection based on average group rate
- Added Super Bowl and Orange Bowl requirement

SUBMISSION REQUIREMENTS

- Executive Summary
 - Minimum Qualification compliance
- Organization Plan
 - Organizational structure
 - Key personnel and Resumes
 - Aspirational goals for City and County employment
- Proposer Experience & Qualifications
- Design Team Experience & Qualifications

SUBMISSION REQUIREMENTS

- Hotel Program, Conceptual Design and Preliminary Development Budget
 - Hotel brands considered
 - Architectural diagrams
 - Preliminary development budget
 - Development schedule

SUBMISSION REQUIREMENTS

- Financial Plan & Financial Capability
 - Site lease
 - Desired term
 - Rent as a percentage of gross revenues
 - Fixed minimum annual rent payments
 - Finance plan
 - 10-year operating proforma
 - Capital cash flows
 - Financial capabilities
- Terms of Ground Lease

EVALUATION CRITERIA

100 points awarded for:

- 30 Hotel finance plan and Proposer financial capabilities
- 25 Proposed financial and Development and Ground Lease terms
- 20 Hotel program, conceptual design and preliminary budget
- 10 Proposer experience and qualifications
- 10 Design Team experience and qualifications
- 5 Organization plan

5 additional points awarded for:

- Proposer who is a State-Certified Service-Disabled Veteran Business Enterprise

RFP SCHEDULE

Issuance of RFP	January 29
Issuance of Addendum with Form of Development and Ground Lease Agreement	February 18
Pre-Submittal Meeting	February 26
Deadline for Receipt of Questions	March 30
Proposal Due	April 10
Selection Committee Interview/Ranking	May 7
Commission Approval of Selection	May 20
Commission Approval of Referendum Language and final Development and Ground Lease Agreement	July 27
Referendum	November 3

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